

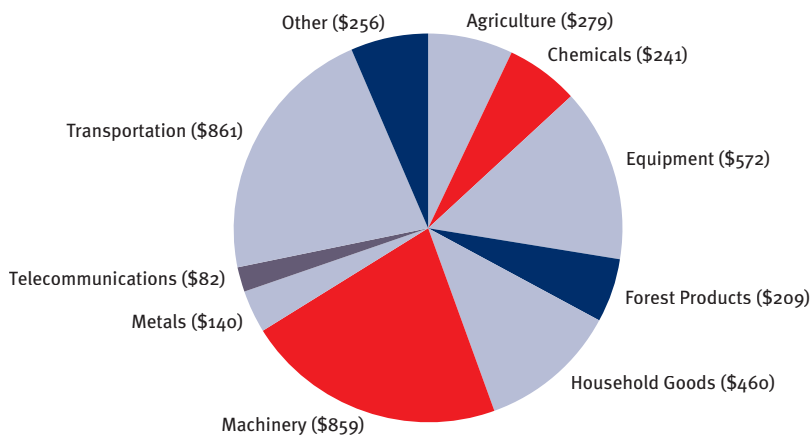


# WISCONSIN

In 1989, the Canada-U.S. Free Trade Agreement went into effect, phasing out all tariffs and many non-tariff barriers to trade. Evidence of the benefits of free trade are clear as two-way trade in goods and services between Canada and the United States totaled \$440 billion in 2002, the largest bilateral exchange in the world. Furthering the benefits of free trade, the 1994 North American Free Trade Agreement (NAFTA) opened the Mexican market to Canada and the United States.

## Wisconsin's Merchandise Exports to Canada

2002, in millions of U.S. dollars



Total Wisconsin exports to Canada: \$4.0 billion

**Canada is the Badger State's leading customer.**

In 2002, Wisconsin sold nearly 37% of its total exports to Canada, more than it exported to its next eight leading markets combined. In return, Wisconsin imported \$4.1 billion worth of Canadian goods. This mutually beneficial exchange amounted to over \$8.1 billion and helped support tens of thousands of jobs on both sides of the border.

**Wisconsin's transportation products help keep Canada moving.**

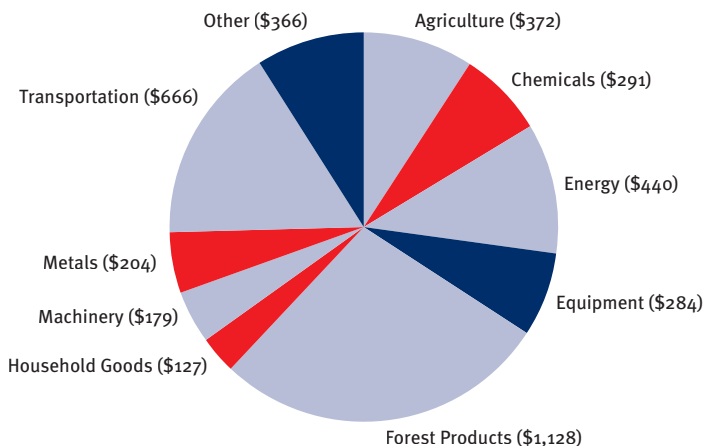
In 2002 transportation surpassed machinery by only \$2 million as the largest export sector. Wisconsin exported \$861 million worth of transportation equipment to Canada. Motor vehicle engines topped the list at \$251 million, with vehicle parts (excluding engines) contributing \$174 million and automobiles, \$198 million. Motor vehicle engine parts were the seventh leading export at \$64 million.

**Wisconsinite machinery kept Canadian industry running strong.**

The \$859 million in machinery exports included \$206 million in general purpose industrial machinery. The state also exported \$47 million in power shovels and another \$47 million worth of electric generators and motors.

## Wisconsin's Merchandise Imports from Canada

2002, in millions of U.S. dollars



Total Wisconsin imports from Canada: \$4.1 billion

**Wisconsin sent Canada \$572 million of its finest equipment.**

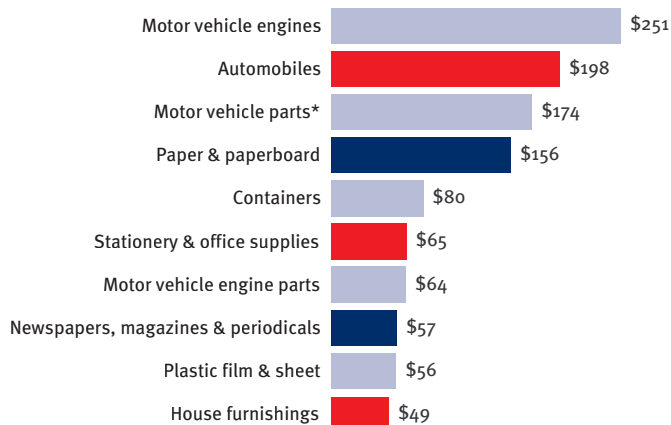
Canadian purchases included \$145 million in measuring and controlling instruments as well as \$133 million in miscellaneous equipment and tools.

**Forest products worth \$1.1 billion dominated Wisconsin's import market.**

Some \$385 million in wood pulp alone made it the leading import product from Canada. Wisconsin imported \$211 million in softwood lumber, \$159 million in newsprint and \$91 million in paper other than newsprint.

## Wisconsin's Leading Exports to Canada

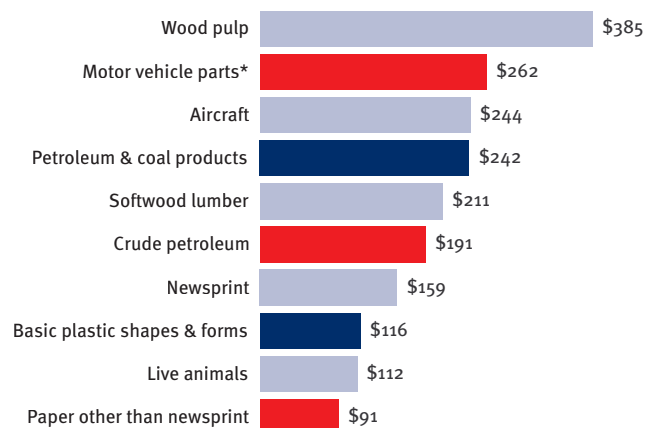
2002, in millions of U.S. dollars



\*not including engines

## Wisconsin's Leading Imports from Canada

2002, in millions of U.S. dollars



\*not including engines

**Transportation products worth \$1.5 billion were an integral part of Wisconsin-Canada trade.** Canadians kept the state's cars on the road with \$262 million in motor vehicle parts (excluding engines) and helped keep Wisconsin flying high with exports of \$244 million in aircraft.

**Canadian energy kept Wisconsin's lights on and homes warm.** Energy was the state's third largest import sector, valued at \$440 million. Among the energy sector imports, petroleum and coal products accounted for \$242 million, with another \$191 million in crude petroleum.

**Exchanges across the border included more than just merchandise.** In 2002, over 319,000 Wisconsin residents packed their bags and headed north to Canada, where they spent over \$138 million. Nearly 173,000 Canadians returned the favor, spending a total of almost \$31 million in the Badger State this year.

July 2003

## Trade, Security & the Border

In 1996, Canada and the United States implemented a comprehensive Shared Border Accord to deepen cooperation on border management issues. Since the September 11th attacks on the United States, Canada and the United States have accelerated those efforts to protect the security and enhance the prosperity of their citizens. The two governments continue to expand threat information sharing, upgrade their crisis response abilities and ensure that the Canada-U.S. border remains secure with an efficient flow of trade. The 30-point Smart Border Action Plan, enacted in December 2001, takes aggressive steps toward building a smart border for the 21st century — a border open for business but closed to terrorists.

## Top Canada-U.S. Land Border Crossings

Total imports from Canada, in billions of U.S. dollars

Windsor, Ontario	➤ Detroit, MI	\$66.6
Sarnia, Ontario	➤ Port Huron, MI	\$60.7
Fort Erie, Ontario	➤ Niagara Falls, NY	\$50.2
Lacolle, Quebec	➤ Champlain, NY	\$16.7
Lansdowne, Ontario	➤ Alexandria Bay, NY	\$11.0
Surrey, British Columbia	➤ Blaine, WA	\$9.9
Emerson, Manitoba	➤ Pembina, ND	\$7.7
St. Armand, Quebec	➤ Highgate Springs, VT	\$6.8
Coutts, Alberta	➤ Sweetgrass, MT	\$6.6
North Portal, Sask.	➤ Portal, ND	\$5.7

All figures are for 2002 and in US dollars. Merchandise trade and tourism figures are from Statistics Canada, converted at the rate of US\$1.00=C\$1.5704. Canada's export ranking is from the Massachusetts Institute for Social and Economic Research (MISER). Figures may not add up due to rounding.

**For more information on Canada's trade with Wisconsin, please contact:**

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